

MINUTES

VIRGINIA SMALL BUSINESS FINANCING AUTHORITY BOARD OF DIRECTORS MEETING - LOAN BUSINESS

March 17, 2004 - 12:00 P.M.

**8th & Main Building, 3rd Floor Conference Room
Richmond, Virginia**

- I. Voting members present: Andy Brownstein, Rick Brown, Esther Corpus, Leon Moore, and the Honorable Jody Wagner.
Others present: Chuck Mills, Mike Eisenman, Seth Ginther, Scott Parsons, Patty Thorne, Anna Mackley Cobb, Patricia Morris, and Barbara Carter.
- II. Approval of Minutes - On a motion by Rick Brown, seconded by Esther Corpus, the minutes of the February 18, 2004 Board of Directors - Loan Business Meeting were unanimously approved.
- III. Board Review and Ratification of Loans Approved and Declined by Staff - On a motion by Leon Moore, seconded by Rick Brown, the loan decisions of \$500,000 or less approved and declined by staff for February 2004 were unanimously ratified.
- IV. Report to the Board on Loan Volume and Fiscal Year Status - The monthly loan activity report for Fiscal Year to Date July 2004 showing the status of the VSBFA loan portfolio was reviewed by Scott Parsons who gave an update on loan activity, the amount of committed funding, funds available and loan activity for rural areas and some inner city localities of the state as well as activity for minority and women-owned businesses.
- V. Continued Discussion of New Market Tax Credits and Community Reinvestment Fund Alternative Funding Options for VSBFA - Scott Parsons summarized for the Board the information presented at last month's meeting on New Market Tax Credits and Community Reinvestment Fund, noting the advantages and disadvantages of each fund. Further discussion of these alternative funding sources ensued by the Board. On a motion by Rick Brown, seconded by Esther Corpus, and unanimously passed, the Board of Directors directed the Executive Director to draft a Request for Proposals subject to approval by the Department of Treasury, the Office of the Attorney General, and the Board. Once approved by the Board, the RFP will be published. The purpose of the RFP is to begin the process of hiring a business consultant for the VSBFA. The business consultant will advise the VSBFA on the best alternative funding source and assist the VSBFA in securing said funding.

- VI. Other Business – Mike Eisenman updated the Board on the status of the Small Business Initiative (initiated by the Secretary of Commerce and Trade last year to determine specific, actionable ways in which the Commonwealth of Virginia can better support the needs of small businesses and entrepreneurs throughout the state). Mr. Eisenman informed the Board that it is anticipated that at the June Quarterly Meeting the Governor will announce the SBI and several specific steps recommended by the subcommittees. Tentatively, one step would be a Financing Symposium and Venture Fair to be held in October in Richmond.

- VII. The meeting was adjourned.